



Service Announcement

June 1, 2011

TO: Purchasing and Program Managers

FROM: Department of Information Services
Office of Legal Services

SUBJECT: 2011 Procurement for Cisco Products and Services

The Department of Information Services (DIS) is in the process of re-procuring the expiring master contract for Cisco products and services and released an RFQQ on March 31, 2011 (T11-RFQQ-023). The current master contract for Cisco products and services (T06-MST-001) expires August 11, 2011.

On May 19, 2011 DIS announced Cisco Systems, Inc. as the Apparently Successful Vendor for the RFQQ. However, DIS has yet to negotiate a contract with Cisco.

The following table exhibits the discounts proposed by Cisco in response to the RFQQ:

Product Category	Proposed
Equipment (Global Price List)	35%
SMARTnet	10%,14%, 17%, 18%, 20% (based on 1-5 years pre-paid)
Tandberg Products	35%
WebEx	5%
IronPort Products	10%

The above pricing is identical to the pricing on the current Western States Contracting Alliance (WSCA) data communication contract with Cisco. Customers are urged to seek a deeper discount as Cisco may lower pricing or give additional discounts to purchasers (such as a volume discounts).

With questions please contact the DIS Service Desk at 1-888-241-7597 (360-753-2454 locally), or via email at ServiceDesk@dis.wa.gov.